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November 21, 1979
ONE DOLLAR

Serving the Farm and Industrial Equipment Industry Since 1886

Implement&Tractor

Dealers who back up their salesmen page 8

RICHARD HAGEMAN
CONGRESSIONAL INFO SVC
7101 WISCONSIN AVE
WASHINGTON DC 20014

More About Metrics page 18
Auction Prices page 12

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November 21, 1979 • Vol. 94 • No. 23

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

8: **Salesmen Need Guidance from the Sales Manager.** Visits with three Mississippi Delta dealers turned up a number of "rules to sell by" that have worked for them: "Let salesmen make their own deals"—"Salesmen have got to be hungry"—"Take all the detail you can off the salesman"—along with much more good advice for dealers and sales managers.

18: **Metric System, II: Converting from System to System.** A look at how the basic metric units of weight, length and measure relate, along with a few words about some important things to remember when converting to or from the English system.

24: **Blown Down—But Not Out.** A devastating Texas tornado made short work of Cardinal Equipment Co.'s facilities and inventory, but all the people survived and built the company back up with the help of invaluable business records preserved in the International Harvester computer center.

30: **FIEI Considers 'Opportunities of the Eighties.'** Prospects for the new decade seemed to be on everybody's mind as a record number of FIEI conventioners considered transportation, trade with China, technological advances, analysts and humanitarians, and other important topics.

DEPARTMENTS

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

YODER & FREY, INC.
Archbold, Ohio
(October 9, 1979)

ALLIS-CHALMERS TRACTORS

D15, ldr., 1964 (Good) 2350
D15, plow, 1963 (Fair) 1600
D14, 1959 (Fair) 1250*
D14, (Rough) 975
WD45, 1956 (Fair) 950*
WD45, 1954 (Fair) 825
CA, 1951 (Good) 750
G, plow, cult., 1950 (Good) 1080
G, plow, cult., 1950 (Fair) 950

CASE TRACTORS

1470, diesel, 1971 (Fair) 10,500*
1370 diesel, 1974 (Good) 10,150
1370 diesel, 1974 (Good) 9900*
1170 diesel, 1973 (Good) 8200*
1070 diesel, 1974 (Good) 8100
1030 diesel, 1965 (Fair) 3075
970 diesel, 1972 (Good) 6000*
970 diesel, 1971 (Fair) 5250
930 diesel, 1964 (Fair) 2100*
830, 1967 (Good) 2550
830, 1962 (Rough) 1300*
730 diesel, duals, 1965 (Good) 3200
530, ldr., 1968 (Good) 3250
530, backhoe, ldr., (Good) 4450
530, ldr., 1965 (Good) 2750*
580, backhoe, ldr., (Good) 6300*
430 diesel, 1966 (Fair) 2100
300, 1955 (Fair) 500*

DAVID BROWN TRACTORS

1210 diesel, 1975 (Good) 4300*
1200 diesel, 1968 (Fair) 3000*
990 diesel, 1966 (Fair) 2800
990 diesel, 1966 (Fair) 2400*
990, 1967 (Fair) 1900*
885 diesel, 1974 (Good) 3400*

JOHN DEERE TRACTORS

4230 diesel, 1976 (Good) 12,500*
4020 diesel, 1966 (Good) 7100
4020 diesel, 1965 (Fair) 7000*
4020 diesel, 1964 (Good) 6500
4010 diesel, 1962 (Fair) 5100
3020 diesel, 1967 (Good) 5350
3020, 1967 (Good) 4000
2010, 1963 (Good) 2125
2010, 1963 (Fair) 1925
820 diesel, 1958 (Good) 2250
730 diesel, 1959 (Good) 3000*
730 diesel, 1959 (Rough) 1850*
730 diesel, 1958 (Good) 2650
730 diesel, 1958 (Fair) 2100*
410, backhoe, ldr., ... 9600
70, 1953 (Rough) 1100
60, 1953 (Fair) 925*
60, 1953 (Rough) 525
A, 1949 (Fair) 550
A, 1949 (Fair) 500
H, 1948 (Fair) 500

FORD TRACTORS

4500, ldr., 1970 (Good) 3950
4000, 1975 (Good) 5000*
4000 diesel, 1973 (Good) 4550
4000, 1964 (Fair) 3000
4000, 1961 (Good) 2000
4000, 1961 (Good) 2000*
3400 diesel, 1970 (Fair) 2900
3000 diesel, 1974 (Excellent) 5025
2600, (New) 4600*
1600, mo., (New) 4000*
960, 1958 (Fair) 2200*
901, 1959 (Fair) 1275
860, 1958 (Good) 2300
860, 1958 (Fair) 1550
851, 1958 (Fair) 2050
741, ldr., 1958 (Fair) 1750
641, 1957 (Good) 1700
600, 1957 (Fair) 1350
Jub., ldr., 1956 (Fair) 2200*
Dexta, ldr., 1954 (Fair) 1700
8N, 1952 (Good) 1225*
8N, 1948 (Fair) 960
8N, 1948 (Fair) 750
8N, 1947 (Fair) 750*
9N, 1947 (Good) 1200*
9N, 1946 (Fair) 940*
9N, 1945 (Good) 900*
9N, bld., 1945 (Rough) 875
9N, 1945 (Rough) 720
9N, 1945 (Fair) 700
9N, 1942 (Fair) 700
9N, 1941 (Fair) 675
9N, 1941 (Fair) 650
9N, 1941 (Rough) 585

INTERNATIONAL HARVESTER TRACTORS

4100, 1973 (Good) 7000
1206 diesel, 1967 (Good) 6400*
1066 diesel, 1975 (Good) 9600*
1066 diesel, 1973 (Good) 9700*
856 diesel, 1971 (Good) 8000
806 diesel, 1966 (Good) 4700*
806, 1965 (Good) 5000*
806 diesel, 1965 (Good) 4850
806, 1965 (Rough) 3200*
806, 1964 (Good) 3650
806 diesel, 1964 (Fair) 3250
756, 1970 (Good) 4200*
706, 1966 (Good) 4200*
706, 1965 (Good) 3000*
706, 1964 (Fair) 2700
560 diesel, 1961 (Fair) 1875
560, 1961 (Good) 1800*
560 diesel, 1960 (Fair) ..... 25[illegible]
560, 1960 (Rough) ..... 19[illegible]
504, ldr., 1963 (Fair) 2600
450 diesel, 1957 (Rough) 925*
400, 1955 (Fair) 1150*
350, 1957 (Rough) 1000*
350, 1954 (Rough) 850
340, 1963 (Fair) 1425
340, (Rough) 1000
300, 1956 (Good) 1650
300, ldr., 1955 (Rough) 850*
230, cult., 1958 (Good) 1150
Sup. MTA, 1954 (Good) 1325
Sup. MTA, 1954 (Fair) 1100
Sup. M, ldr., 1953 (Rough) 850*
Sup. M, 1953 (Fair) 850*
M, ldr., 1950 (Good) 830
H, 1949 (Fair) 550
H, 1948 (Rough) 480
C, 1949 (Fair) 635
A, 1948 (Rough) 710
Cub, mo., 1955 (Good) 1150

MASSEY-FERGUSON TRACTORS

1800 diesel, (Good) 10,000*
1130 diesel, 1969 (Good) 5500*
1100 diesel, 1972 (Good) 5900*
1085 diesel, 1976 (Good) 7200
245, (New) 6500*
180, 1969 (Good) 3200*
165, 1969 (Good) 3375*
135, 1974 (Fair) 3225
135, 1967 (Good) 3150
135, 1966 (Good) 2500*
65, 1962 (Fair) 1725
65, 1961 (Good) 1950
65, 1961 (Fair) 1600
65, 1960 (Fair) 1400*
35, 1957 (Good) 1950*

MINNEAPOLIS-MOLINE TRACTORS

602, 1965 (Fair) 1900
U, (Rough) 375*

OLIVER TRACTORS

1950 turbo, 1969 (Good) 7100
1950 turbo, 1970 (Fair) 4400
1850 diesel, 1968 (Good) 5000*
1850 diesel, 1965 (Fair) 3550
1550 diesel, 1969 (Good) 3350
1600, 1964 (Good) 2500*
Sup. 88, (Fair) 610
Sup. 77, 1953 (Fair) 1000*
77, ... 450
66, ldr., 1952 (Fair) 800

JONES FARM EQUIPMENT CO.
Dothan, Alabama
(October 9, 1979)

ALLIS-CHALMERS TRACTORS

6040 diesel, 1974 (Good) 3700
175 diesel, 1970 (Fair) 3250*
D17 diesel, 1965 (Good) 2550*
D15, 1967 (Fair) 1750*

CASE TRACTORS

1370 diesel, duals, cab, 1977 (Excellent) 11,000*
420, ldr., 1957 (Fair) 900*
320, ldr., backhoe, 1957 (Good) 2225

DAVID BROWN TRACTOR

780 diesel, 1968 (Good) 1500*

MASSEY-FERGUSON TRACTORS

1105 diesel, 1977 (Excellent) 11,000
1085 diesel, 1975 (Excellent) 9000
265 diesel, 1976 (Excellent) 7200*
180 diesel, 1968 (Fair) 3200*
180 diesel, 1967 (Fair) 3100*
180 diesel, 1967 (Fair) 2900
175 diesel, 1971 (Good) 4200
175 diesel, 1966 (Good) 4300
175 diesel, 1966 (Fair) 3300
165 diesel, 1966 (Good) 3300*
150 diesel, 1968 (Good) 3400
150 diesel, 1965 (Fair) 2900*
135 diesel, 1969 (Good) 3025*
135 diesel, 1968 (Good) 3000*
65, diesel, 1964 (Good) 2250
50 diesel, 1963 (Fair) 1850
35 diesel, 1962 (Fair) 950*
35 diesel, 1962 (Good) 1800*
35, 1959 (Good) 1800
35, 1959 (Fair) 1500
35, 1959 (Fair) 1500
T030, 1952 (Good) 1000*
T020, 1949 (Rough) 160
TE20, 1948 (Good) 875*

FORD-FERGUSON TRACTORS

9N, 1944 (Fair) 425
9N, 1944 (Fair) 550*
9N, 1941 (Good) 675*

FORD TRACTORS

9000 diesel, 1972 (Good) 4800*
8600 diesel, 1974 (Excellent) 6800
7700 diesel, 1978 (Excellent) 12,400*
5000 diesel, 1972 (Fair) 4300*
5000 diesel, 1968 (Good) 5200
5000 diesel, 1968 (Good) 4375
5000 diesel, 1968 (Fair) 3550*
4500 diesel, ldr., backhoe, 1968 (Good) 5000*
4400 diesel, trencher, 1968 (Good) 5200*
4400 diesel, ldr., 1967 (Fair) 3750*
4000 diesel, Select-O-Speed, 1967 (Fair) 850
4000 diesel, 1965 (Good) 2700
4000, Select-O-Speed, 1963 (Fair) 975*
4000, Select-O-Speed, 1963 (Fair) 1425
4000, 1963 (Fair) 1425
3600 diesel, 1978 (Good) 5200
3400 diesel, ldr., 1973 (Good) 4225
3400 diesel, ldr., 1967 (Fair) 1850*
3000 diesel, 1970 (Good) 3675
3000 diesel, 1969 (Good) 3500
2000 diesel, 1968 (Good) 3200
3000, 1968 (Good) 3225
3000, 1966 (Fair) 2975
2000 diesel, 1966 (Fair) 2800*
2000, 1963 (Fair) 1025
871, Select-O-Speed, 1958 (Fair) 1100*
861 diesel, 1958 (Good) 2200
861 diesel, 1958 (Fair) 1100*
850, 1956 (Good) 2200
850, 1955 (Good) 2000*
850, 1955 (Rough) 900
850, trencher, 1955 (Fair) 1375
850, 1955 (Good) 1925
841 diesel, 1958 (Fair) 1125
841, 1958 (Good) 2050
650, 1955 (Fair) 1100*
641, 1959 (Good) 2100*
641, 1958 (Fair) 1300
640, 1955 (Fair) 1300*
640, 1955 (Good) 2100*
621, 1960 (Good) 2125*
621, 1958 (Good) 2100*
Fdsn. Maj. diesel, 1954 (Rough) 185
Fdsn. Maj. diesel, ldr., 1954 (Good) 1000*
Fdsn. Maj. diesel, ldr., 1954 (Good) 900
Sup. Dexta, 1963 (Fair) 975
Sup. Dexta, 1963 (Good) 1800
Dexta, 1959 (Rough) 575
Jub., 1953 (Fair) 1550
Jub., 1953 (Good) 2000
Jub., 1953 (Fair) 1500*
Jub., 1953 (Good) 1800*
Jub., 1953 (Rough) 625
8N, 1952 (Good) 950
8N, 1952 (Good) 1550
8N, 1951 (Rough) 575*
8N, 1951 (Good) 1150
8N, 1950 (Fair) 900
8N, 1950 (Fair) 800

INTERNATIONAL HARVESTER TRACTORS

706 diesel, duals, 1965 (Fair) 2300*

(Continued on page 36)

Auctions

(*Continued from page 12*)

706 diesel, 1965 (Good) 3700*
606 diesel, 1962 (Good) 900
574 diesel, 1972 (Fair) 2700*
574 diesel, 1972 (Good) 3700*
460 diesel, backhoe, 1959 (Fair) 1050
454 diesel, 1973 (Good) 2750*
454 diesel, 1972 (Excellent) 4600
444 diesel, 1969 (Fair) 1900*
2404, ldr., 1963 (Fair) 1100
Sup. M, 1953 (Good) 800*
M, corn picker, 1950 (Fair) 725
W6, 1946 (Rough) 160
Sup. H, corn picker, 1953 (Fair) 475*
140, 1959 (Good) 1500*
Sup. A, cult., har., 1950 (Good) 1175*
Sup. A, 1950 (Good) 1050
A, 1944 (Good) 325

JOHN DEERE TRACTORS

4020 diesel, 1969 (Good) 7950
4020 diesel, 1968 (Good) 7150*
5020 diesel, 1965 (Good) 5500
3020 diesel, 1965 (Fair) 3600*
3010, 1963 (Rough) 1500*
3010 diesel, 1962 (Fair) 2850*
M, 1948 (Fair) 325

OLIVER TRACTORS

1955 diesel, duals, 1973 (Good) 5775
1655 diesel, 1973 (Excellent) 5675
1250 diesel, 1966 (Good) 1900*
550 diesel, 1964 (Fair) 500
550 diesel, 1963 (Fair) 750*
Sup. 77 diesel, 1955 (Good) 350

NOTES

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

Implement&Tractor IS IN NEED OF AN **ASSOCIATE EDITOR** who's just about as at home with a tractor as with a typewriter. On this job, the associate editor looks after our annual Farm Equipment Red Book, also does articles about the latest in farm equipment and farm practices with equipment implications. A degree on either the journalistic or the technical side is helpful, but what counts most is a demonstrable ability to write clearly, a solid familiarity with the tools of agriculture—and an abiding curiosity about what happens in the farm equipment industry, from the drawing board to the board room to the parts counter. Contact Director of Personnel, Intertec Publishing Corp., Box 12901, Overland Park, Kan. 66212, telephone 913/888-4664.

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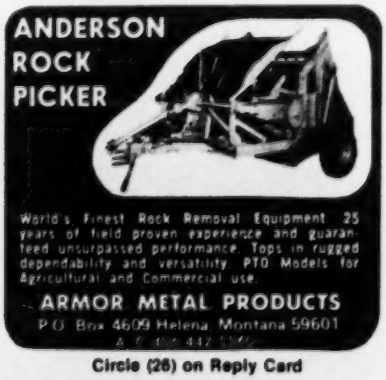
For ads on which replies are sent to us for forwarding, there is an additional charge of $5.00 each insertion to cover department number, etc., which is printed in advertising copy and processing of replies.

Classified columns are not open to copy soliciting dealer or wholesaler distribution or for product promotion. Display space must be purchased for these purposes.

AUCTIONS
Used Farm Equipment

ALABAMA. Dothan (Houston County) located on the Montgomery Highway. Established in 1952. It has improved and expanded facilities and now holds sales twice a month. It is second in size determined by number of units moved. Annually this firm sells between 4,000 and 4,500 used farm tractors and 20,000 to 25,000 pieces of equipment each year. We have also increased our sales lot from 16 acres to 25 acres. Sales: January thru April, August thru October—2nd and 4th Tuesdays. May, November, December—2nd Tuesday only; June and July closed. Phone: area code 205/792-5314, 792-4914. JONES FARM EQUIPMENT CO.

INDIANA. Stilesville, 25 Mi. West of Indianapolis on U.S. 40. Fast growing—good market. Sales on 1st & 3rd Wednesdays and Thursdays of each month. Wednesdays—Equipment. Thursdays—Tractors, Combines, Cornheads and Industrial Equipment. Sale starts at 10:00 A.M. sharp. Jim Vaughn, **STILESVILLE IMPLEMENT AUCTION, INC. Amo (317) 539-4060** 5-7-77 tf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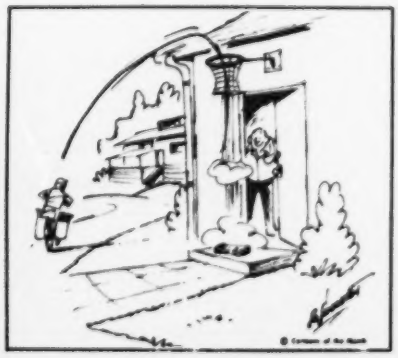

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